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## SUCCESS STORY

# Collaboration Is Key In Entrepreneurship

### Study tour offers new model for business, government cooperation



Sukhinin discovered how can benefit from collaboration during a USAID study tour in Oregon.

Photo: Gulnara Uralova, Business Entrepreneurs Association

***“The U.S. experience has helped us work together and share information between businesses, associations, and governmental bodies, which is key for developing local entrepreneurship.”***

***Petr Sukhinin, President of the Business Entrepreneurs Association of Kostanai Province.***

Using a management model that he witnessed during a USAID-sponsored study tour in the United States, Petr Sukhinin has completely restructured the Business Entrepreneurs Association of Kostanai Province, Kazakhstan. The restructured association has since become recognized as an expert on small business development in the region.

Pert Sukhinin is a president of the Business Entrepreneurs Association of Kostanai Province in western Kazakhstan. Along with nine other Kazakh business leaders he traveled to Oregon in 2007 on a USAID-sponsored study tour about small and medium enterprise development. In describing how the study tour affected his work and outlook, Sukhinin says, “It was good to see how businesses, associations, and government bodies interact with each other and collaborate. This has helped us in Kostanai to work together and share information, which is key for developing local entrepreneurship.”

Prior to Sukhinin’s study tour in Oregon, the association lacked access to information and did not have much cooperation with government agencies or officials. Now the association works closely with the Kostanai mayor’s office and with the local branch of the department of entrepreneurship and business. The association lobbies for improvements to legislation concerning the development of small and medium business, such as competitiveness and the export of goods.

Based on the models Sukhinin observed during his study tour, the association designed business training courses and has already trained over 240 entrepreneurs. In cooperation with regional-level government officials, the association analyzes new businesses in the region to identify those that fit most closely with the region’s needs for services. Such businesses then receive association’s support with the legal aspects of starting a business. “It’s important for entrepreneurs to have the basic knowledge to run their businesses successfully,” says Sukhinin.